

Open Mobility Foundation



Operations Report

Memo to: OODF Board of Managers, Jascha Franklin Hodge

From: Scott McGrath

cc: Cathie Mayo

Date: 10/20/2021

Financial Performance as of

Sep-21

Statement of Activities	Month				YTD				Fy2021	Fy2021
	Actuals	Budget	Variance	%	Actuals	Budget	Variance	%	Forecast 9/15/2021	Annual Budget
<b>REVENUES:</b>										
<b>Regulated Members</b>										
Membership Fee : Premier (New)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ -	\$ -
Membership Fee: Associate (New)	\$ -	\$ -	\$ -	0%	\$ -	\$ 20,000	\$ (20,000)	0%	\$ -	\$ 40,000
Membership Fee : Premier (Renew)	\$ -	\$ -	\$ -	0%	\$ 50,000	\$ 150,000	\$ (100,000)	33%	\$ 50,000	\$ 150,000
Membership Fee: Associate (Renew)	\$ -	\$ -	\$ -	0%	\$ 140,000	\$ 105,000	\$ 35,000	133%	\$ 140,000	\$ 105,000
Adjustment for Deferred Revenues	\$ 15,833	\$ 22,917	\$ (7,083)	69%	\$ (15,208)	\$ (71,875)	\$ 56,667	21%	\$ 32,292	\$ (21,458)
<b>Recognized Revenues : Regulated</b>	<b>\$ 15,833</b>	<b>\$ 22,917</b>	<b>\$ (7,083)</b>	<b>69%</b>	<b>\$ 174,792</b>	<b>\$ 203,125</b>	<b>\$ (28,333)</b>	<b>86%</b>	<b>\$ 222,292</b>	<b>\$ 273,542</b>
<b>Non Regulated Members</b>										
Membership Fee : Premier (New)	\$ -	\$ -	\$ -	0%	\$ 25,000	\$ -	\$ 25,000	100%	\$ 25,000	\$ -
Membership Fee: Associate (New)	\$ 35,000	\$ 20,000	\$ 15,000	175%	\$ 45,000	\$ 40,000	\$ 5,000	113%	\$ 45,000	\$ 40,000
Membership Fee : Premier (Renew)	\$ -	\$ -	\$ -	0%	\$ 125,000	\$ 125,000	\$ -	100%	\$ 125,000	\$ 125,000
Membership Fee: Associate (Renew)	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ -	0%	\$ 27,500	\$ 20,000
Adjustment for Deferred Revenues	\$ (17,083)	\$ (4,583)	\$ (12,500)	373%	\$ (72,708)	\$ (48,125)	\$ (24,583)	151%	\$ (50,416)	\$ (21,875)
<b>Recognized Revenues: Non Regulated</b>	<b>\$ 17,917</b>	<b>\$ 15,417</b>	<b>\$ 2,500</b>	<b>116%</b>	<b>\$ 122,292</b>	<b>\$ 116,875</b>	<b>\$ 417</b>	<b>101%</b>	<b>\$ 172,084</b>	<b>\$ 163,125</b>
<b>Other Revenues</b>										
<b>Grants &amp; Contributions</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0%</b>	<b>\$ 40,000</b>	<b>\$ 40,000</b>	<b>\$ -</b>	<b>100%</b>	<b>\$ 40,000</b>	<b>\$ 40,000</b>
<b>TOTAL INCOME</b>	<b>\$ 33,750</b>	<b>\$ 38,333</b>	<b>\$ (4,583)</b>	<b>88%</b>	<b>\$ 337,083</b>	<b>\$ 360,000</b>	<b>\$ (27,917)</b>	<b>94%</b>	<b>\$ 434,376</b>	<b>\$ 476,667</b>
<b>EXPENSES:</b>										
Core Services: Compensation: Mgt & Ops	\$ 46,552	\$ 45,773	\$ 779	102%	\$ 372,493	\$ 411,960	\$ (39,467)	90%	\$ 468,071	\$ 549,280
Non Core: Consulting Expenses	\$ -	\$ 2,000	\$ (2,000)	0%	\$ 1,413	\$ 18,000	\$ (16,587)	8%	\$ 18,913	\$ 24,000
Non Core: Marketing Expenses	\$ 154	\$ 59	\$ 95	263%	\$ 1,014	\$ 6,527	\$ (5,512)	16%	\$ 3,222	\$ 8,702
Non Core: Conf & Travel	\$ -	\$ 2,500	\$ (2,500)	0%	\$ -	\$ 10,000	\$ (10,000)	0%	\$ 11,500	\$ 22,500
Non Core: Operations	\$ 300	\$ 77	\$ 224	392%	\$ 1,801	\$ 689	\$ 1,112	262%	\$ 2,107	\$ 918
Non Core: OODF Host Admin Fee	\$ 4,167	\$ 4,167	\$ -	100%	\$ 41,000	\$ 41,000	\$ (0)	100%	\$ 53,500	\$ 53,500
<b>TOTAL EXPENSES</b>	<b>\$ 51,173</b>	<b>\$ 54,575</b>	<b>\$ (3,402)</b>	<b>94%</b>	<b>\$ 417,721</b>	<b>\$ 488,175</b>	<b>\$ (70,455)</b>	<b>86%</b>	<b>\$ 557,312</b>	<b>\$ 658,900</b>
<b>Increase/(Decrease) in Net Assets</b>	<b>\$ (17,423)</b>	<b>\$ (16,242)</b>	<b>\$ (1,181)</b>	<b>107%</b>	<b>\$ (80,637)</b>	<b>\$ (128,175)</b>	<b>\$ 47,538</b>	<b>63%</b>	<b>\$ (122,937)</b>	<b>\$ (182,233)</b>

Notes for September Operations Report:

OMF welcomes a new Associate Member, Passport Labs, Inc bringing the total support from the non public sector to 12 members.

As of 9/30/2021, the Accounts Receivable balance is \$80,000 which consists of invoices due from Bird, Vianova and Passport. Payment has been received from Bird Rides on 10/14/2021.

**2. OMF Cash Flow****9/30/2021**

Operating Activities	
Net Income	\$ (17,423)
Inc/(Dec) in A/R Revenues	\$ 15,000
Inc (Dec) in OODF Admin Fee Accrual	\$ 4,167
Inc (Dec) in Prepaids	\$ -
Inc/(Dec) in A/P	\$ 309
Inc/(Dec) in Accrued expenses	\$ -
Inc (Dec) Def Liabilities	\$ 1,250
Inc (Dec) InterCompany	\$ (0)
<b>Net Change in Cash for Period</b>	<b>\$ 3,302</b>
Net Change in Cash for Period	\$ 3,302
Cash at Beginning of Period	\$ 321,076
<b>Cash at End of Period</b>	<b>\$ 324,379</b>

**3. Balance Sheet Ending on****9/30/2021**

Cash	\$ 324,379
Accounts Receivables	\$ 80,000
Prepaid Host Admin Fees	\$ 33,333
Prepaid Expenses	\$ 0
Other Assets	\$ 3,400
Intercompany	\$ -
<b>Total Assets</b>	<b>\$ 441,112</b>
Accounts Payable	\$ 454
Accrued Expenses (FTO accruals)	\$ 10,588
Deferred Liabilities: Non Regulated	\$ 131,250
Deferred Liabilities: Regulated	\$ 100,417
Intercompany	\$ (0)
<b>Total Liabilities</b>	<b>\$ 242,709</b>
Net Assets	\$ 279,040
Surplus/(Deficit)	\$ (80,637)
<b>Total Liabilities &amp; Net Assets</b>	<b>\$ 441,112</b>

**4) Analysis**

	Cash	% Of on Hand	Cash
Cash: Regulated	\$ 212,327	65%	
Cash: Non Regulated	\$ 112,052	35%	
<b>Total Cash</b>	<b>\$ 324,379</b>	<b>100%</b>	

Cash vs Deferred Liability (min target 100%)	Cash	Def Liab	%
Cash: Regulated	\$ 212,327	\$ 100,417	211%
Cash: Non Regulated	\$ 112,052	\$ 131,250	85%
<b>Cash (Regulated &amp; Non Regulated)</b>	<b>\$ 324,379</b>	<b>\$ 231,667</b>	<b>104%</b>

## OMF Members

OMF Member Stats	# of Members	Public Members	Premier (Non Public)	Associate (Non Public)
Total Members as of 1/1/2021	41	31	6	4
2021 New Members	10	8	1	2
2021 Non Renewing Members	-1	-1	0	-1
<b>2021 Total Members by Category</b>	<b>50</b>	<b>38</b>	<b>7</b>	<b>5</b>

### Public (Governmental) Members

		Public Members
Atlanta Regional Commission (ARC)	#1	X
Chicago Department of Transportation (CDOT)	#2	X
City of Bergen, Bergen, Norway	#3	X
City of Boston	#4	X
City of Cambridge, Massachusetts (Cambridge)	#5	X
City of Columbus, Department of Public Service	#6	X
City of Detroit	#7	X
City of Kelowna, BC Canada	#8	X
City of Long Beach	#9	X
City of Los Angeles, Department of Transportation (LADOT)	#10	X
City of Miami	#11	X
City of Minneapolis	#12	X
City of Omaha Parking & Mobility Division (Park Omaha)	#13	X
City of Philadelphia Managing Director's Office of Transportation Infrastructure and Sustainability (OTIS)	#14	X
City of Pittsburgh Department of Mobility and Infrastructure (PGH DOMI)	#15	X
City of Portland Bureau of Transportation (Portland Bureau of Transportation)	#16	X
City of San Jose	#17	X
City of Santa Monica (Santa Monica)	#18	X
City of Tampa (COT)	#19	X
Contra Costa Transportation Authority	#20	X
Denver Regional Council of Government, (DRCOG)	#21	X
Department of Off-Street Parking of the City of Miami, (Miami Parking Authority)	#22	X
District of Columbia Department of Transportation (DDOT)	#23	X
Louisville/Jefferson Country Metro Government (Louisville Metro)	#24	X
Metro , Portland Oregon	#25	X
Metropolitan Transportation Commission (MTC)	#26	X
Miami-Dade County- Department of Trans and Public Works (Miami-Dade)	#27	X
New York City Department of Transportation (NYC DOT)	#28	X
New York City Taxi and Limousine Commission (NYC TLC)	#29	X
ODIN Open Mobility Data in the Nordics	#30	X
San Diego Association of Governments (SANDAG)	#31	X
San Francisco Municipal Transportation Agency (SFMTA)	#32	X
Seattle Department of Transportation (SDOT)	#33	X
Secretaría de Movilidad de Bogotá D.C.	#34	X
Smart Dublin, Dublin Ireland	#35	X
Southern California Association of Governments (SCAG)	#36	X
Stadt Ulm (City of Ulm)	#37	X
The City and County of Denver - Department of Transportation and Infrastructure (Denver DOTI)	#38	X

### Non Public ( Non-Governmental) Members

		Premier (Non Public)	Associate (Non Public)
Automotus	#39		X
Bird Rides Inc.	#40	X	
Blue Systems USA, Inc.	#41	X	
Flow Inc, Coord	#42		X
Ford AV LLC (Ford AV)	#43	X	
Knock Software (dba Ride Report)	#44	X	
Lacuna Technologies, Inc.	#45	X	
Populus Technologies, Inc.	#46	X	
Skinny Labs Inc (dba Spin)	#47	X	
Vianova SAS	#48		X
Waymo LLC	#49		X
Passport Labs, Inc.	#50		X

**Accounts Receivable as of****9/30/2021**

Bird Rides, Inc.	\$	35,000	paid 10/14/2021
Passport Labs, Inc	\$	35,000	
Vianova SAS	\$	10,000	
<b>Accts Rec Trial Balance</b>	<b>\$</b>	<b>80,000</b>	

**Accounts Payable as of****9/30/2021**

MailChimp	\$	68.95
WP Engine	\$	300.00
Zoom Video Communications	\$	85.00
<b>Accts Pay Trial Balance</b>	<b>\$</b>	<b>453.95</b>